

MAB X
MERCADO ALTERNATIVO BURSÁTIL

UN APUNTE SOBRE
EL MERCADO

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UN APUNTE SOBRE
EL MERCADO

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UN APUNTE SOBRE EL MERCADO

DISRUPCIÓN DIGITAL

PARA UN MERCADO

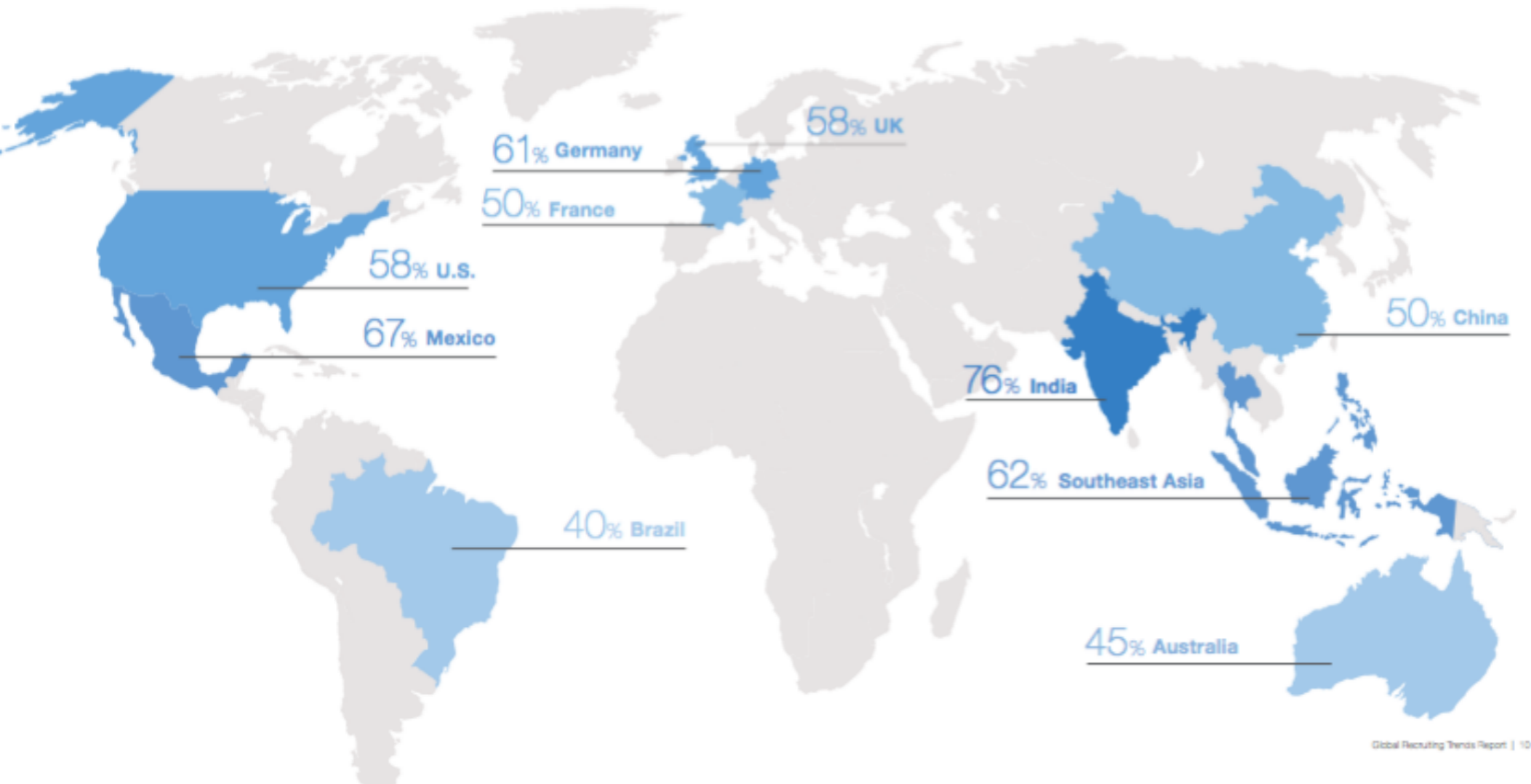
DE

\$450Billion

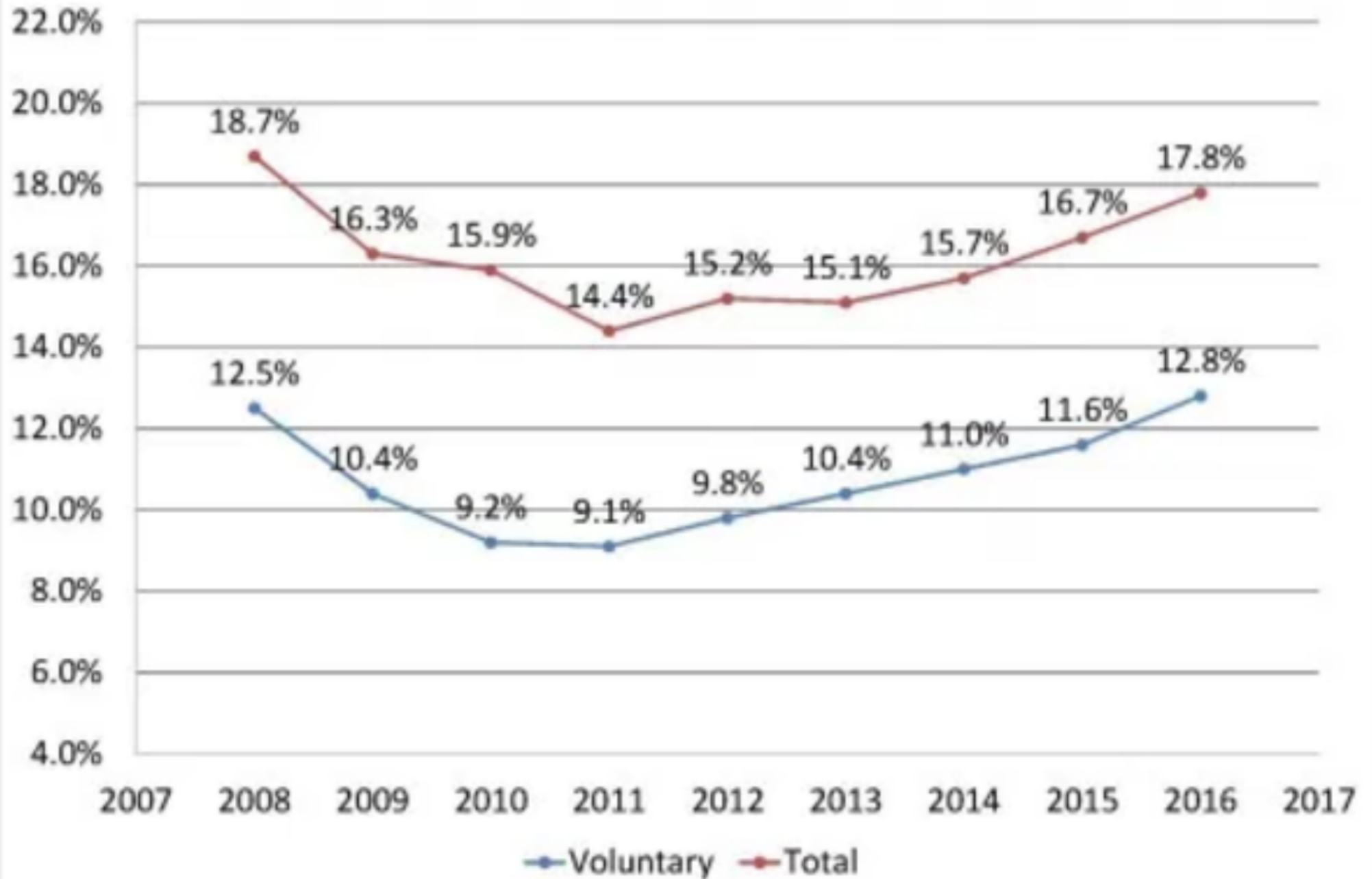


FACT 1: INDUSTRIA EN FUERTE CRECIMIENTO

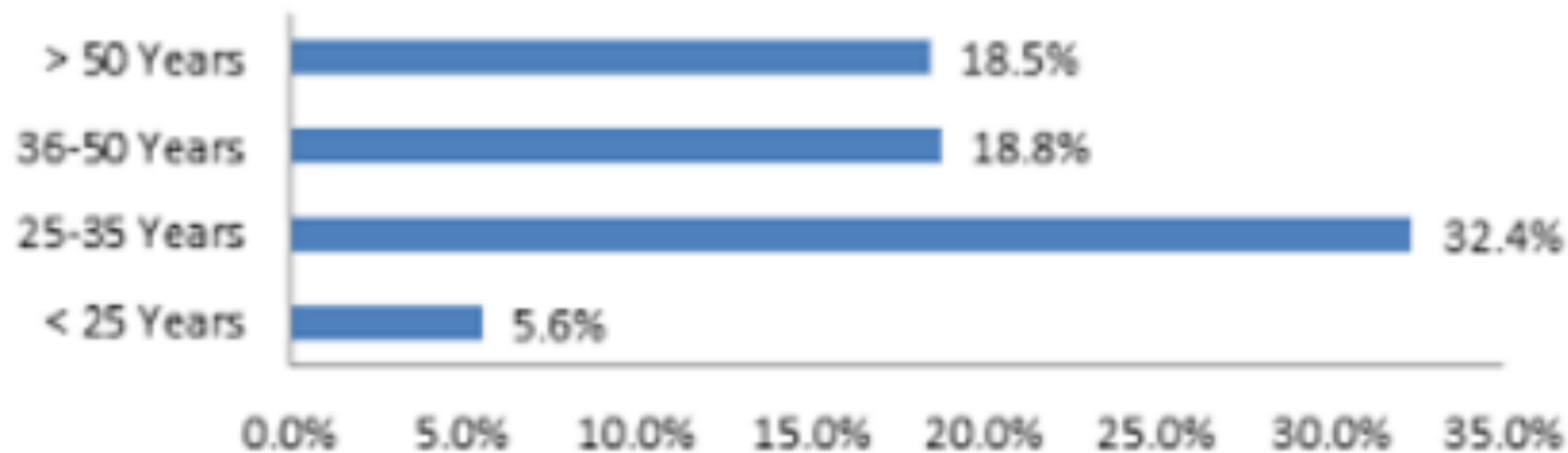
How hiring volume will increase across the globe in 2017



Turnover Trends: 2008 to 2016



2015 Average Turnover % by Average Age of Workforce





FACT 2: LAS PRINCIPALES EMPRESAS GLOBALES DE
DESARROLLO DE SOLUCIONES TECNOLÓGICAS
APOSTARON POR ESTA INDUSTRIA EN LA PRIMERA
DÉCADA DEL SXX

ORACLE®

ORACLE® | **Human Resources**

Taleo ™

ORACLE acquire TALEO
\$1,9 Billion

Kenexa®

an IBM Company



IBM acquire KENEXA

\$1,3 Billion



successfact[♥]ors™
An SAP Company

**SAP acquire SUCCESSFACTOR
USD 3,4 Billion**



Microsoft

Linked



MICROSOFT acquire LINKEDIN
\$29 Billion

EXPATRIACIÓN

1970–1990

International assignments are mostly driven by large multinationals based in the US and Europe. These organisations send talent from the HQ country out into the field to manage operations in other parts of the world. Many assignments are from the US into Europe, but oil and gas, mining, and other industries dependent on natural resources regularly send staff to more far flung destinations. Assignees are usually sent off for a two-to five-year period and are incentivised with attractive expatriate packages.



MERCADOS EMERGENTES

1990–2010

Demand for global mobility of talent increases as new markets emerge for companies to sell their products and services, and also manufacture their goods at lower cost. Offshoring gathers pace. A new breed of mobile worker emerges alongside the expatriate and meets the globalisation demand through commuter, rotational, and technology-enabled virtual assignments. The flow of talent is still predominantly from West to East or intracontinental, but companies begin to tap into rich talent pools in emerging markets, particularly India.



2020

Global mobility continues to grow in volume. Within the context of closely aligned international regulatory frameworks, the growth of cross-border acquisitions by sovereign wealth funds, lingering public investments in private business concerns, greater security co-operation between nations,

and information technology that can identify and connect talent in an instant, global mobility becomes part of the new normal. Mobility of talent is fluid. For example, a Chinese company may engage a European team to manage an investment in Africa.



SE HA CONVERTIDO EN UNA INDUSTRIA GLOBAL Y DEL DATO

- S XX

- BBDD

- LOCAL

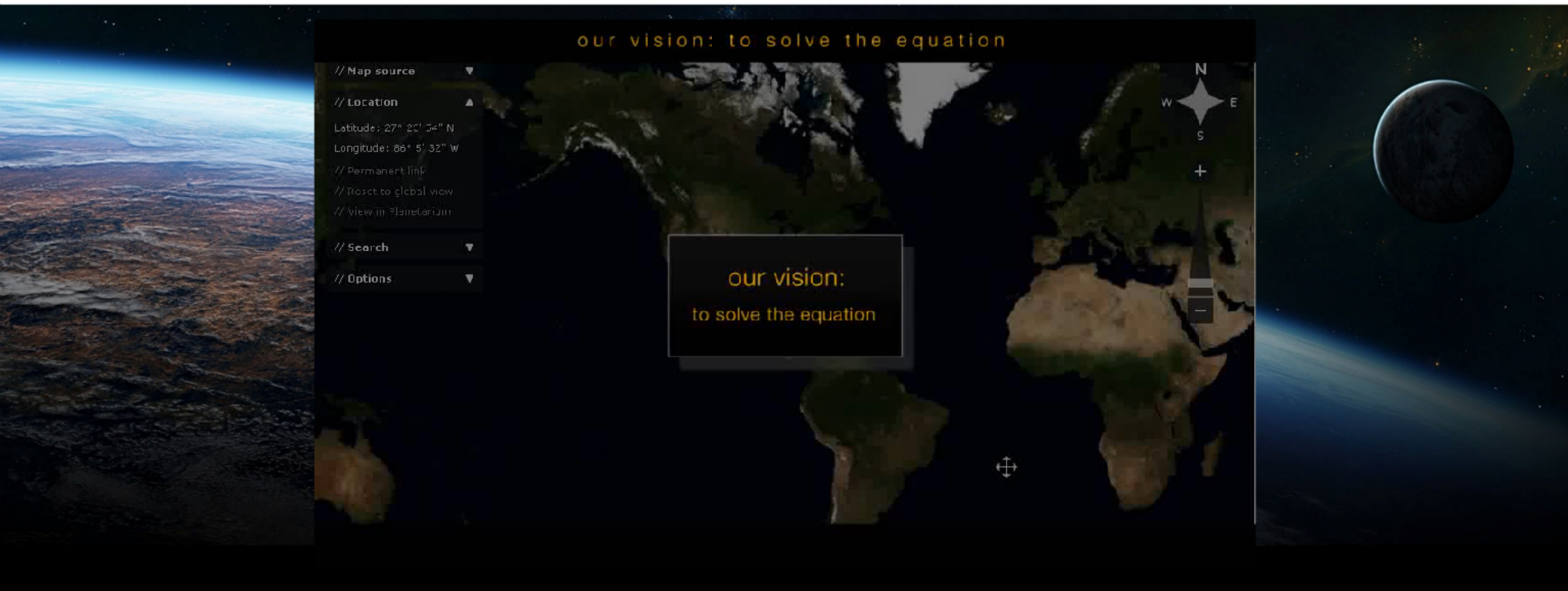
- S XXI

- $n10^6$

- GLOBAL

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LA SOLUCIÓN TECH PARA FACILITAR LA SELECCIÓN GLOBAL EN TIEMPO REAL

LA APLICACIÓN DE LAS NMTT EN LA GESTIÓN DEL DATO y de LOS PROFESIONALES

Captación candidatos



Valoración de candidatos UX-candidate



APLICACIÓN DE TECNOLOGÍAS PARA LA SOLUCIONES EN TIEMPO REAL UX + CRM





J. Casoli
BD CATENON Amsterdam



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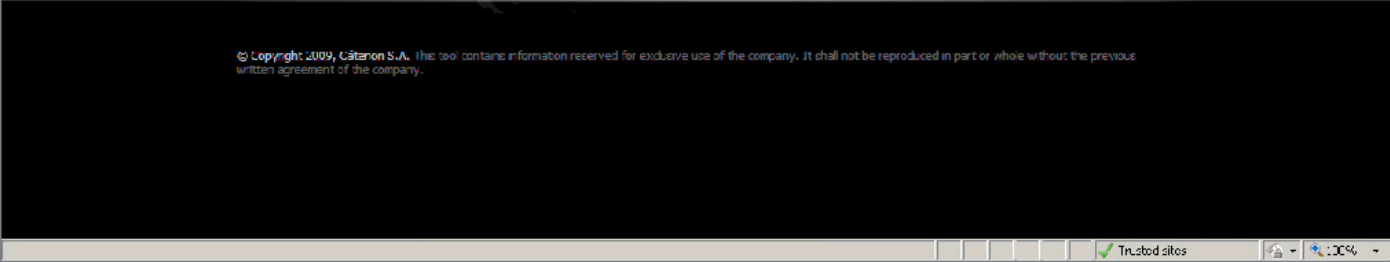
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AMIT KHOLI
DIGITAL RECRUITER COORDINATOR

HUB OPERACIONES ASIA

PABLO CLAUSÓ
DIGITAL RECRUITER COORDINATOR

HUB OPERACIONES EUROPA

ROBERTO PASSARELLI
DIGITAL RECRUITER COORDINATOR

HUB OPERACIONES AMÉRICAS

TERRITORY SALES MANAGER WESTERN AFRICA LAGOS

OVERVIEW / SUMMARY

SELECTED CANDIDATES

FINAL REPORT



Mbagwu Remigues Ogbonnaya
SALES CONSULTANT • R. T. BRISCOE NIGERIA PLC
Lagos (Nigeria) • LINKEDIN • 17100 USD
★★★★★
4.0 ★★★★★ 1 votes
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- CV
- TIMELINE
- PERSONAL DATA
- PROFESSIONAL EXPERIENCE
- ACADEMIC DEGREE
- LANGUAGES
- SKILLS
- TR
- HR
- MAP
- PERSONAL PROFILE

Timeline

High Potential Indicator (HPI)



Multi-Functional Analysis Project-Based (MAP)

SALES MANAGEMENT

From 2012 until 2015, I worked as a Sales Consultant at R.T. Briscoe Nigeria PLC, Lagos, Nigeria. My responsibilities included identifying and prospecting new business opportunities, managing the sales pipeline, and providing excellent customer service. I successfully secured several new clients and contributed to the company's revenue growth.

- CV
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Technical Fimed Interview (TFI)



- Summarize briefly your current role and responsibilities (including business size and geographic scope). 00:00:02
- How do you identify new business opportunities in the market and what actions do you take to convert these opportunities? 00:01:41
- Please describe your experience of planning and executing a Growth Plan? What are the main challenges you have come across while doing this and how did you overcome the same? 00:04:33
- Provide a brief description of accounts which you managed to acquire and would consider as the top account wins in your career. What was the size of the account and 00:08:18

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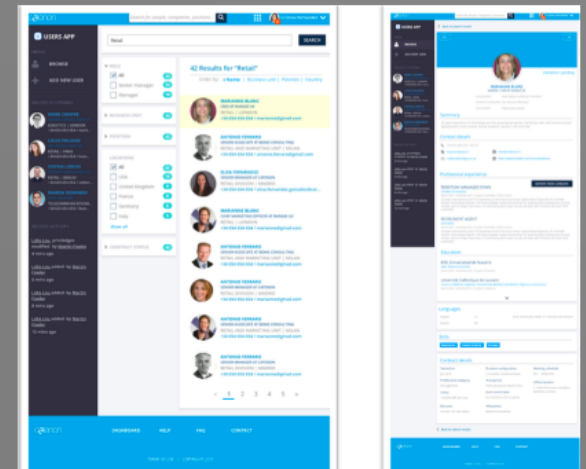
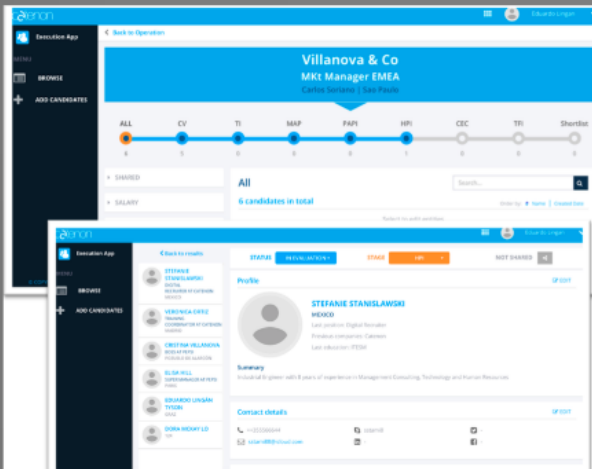
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PLATAFORMA SaaS, Cloud, API, Colaborativa e Integrable

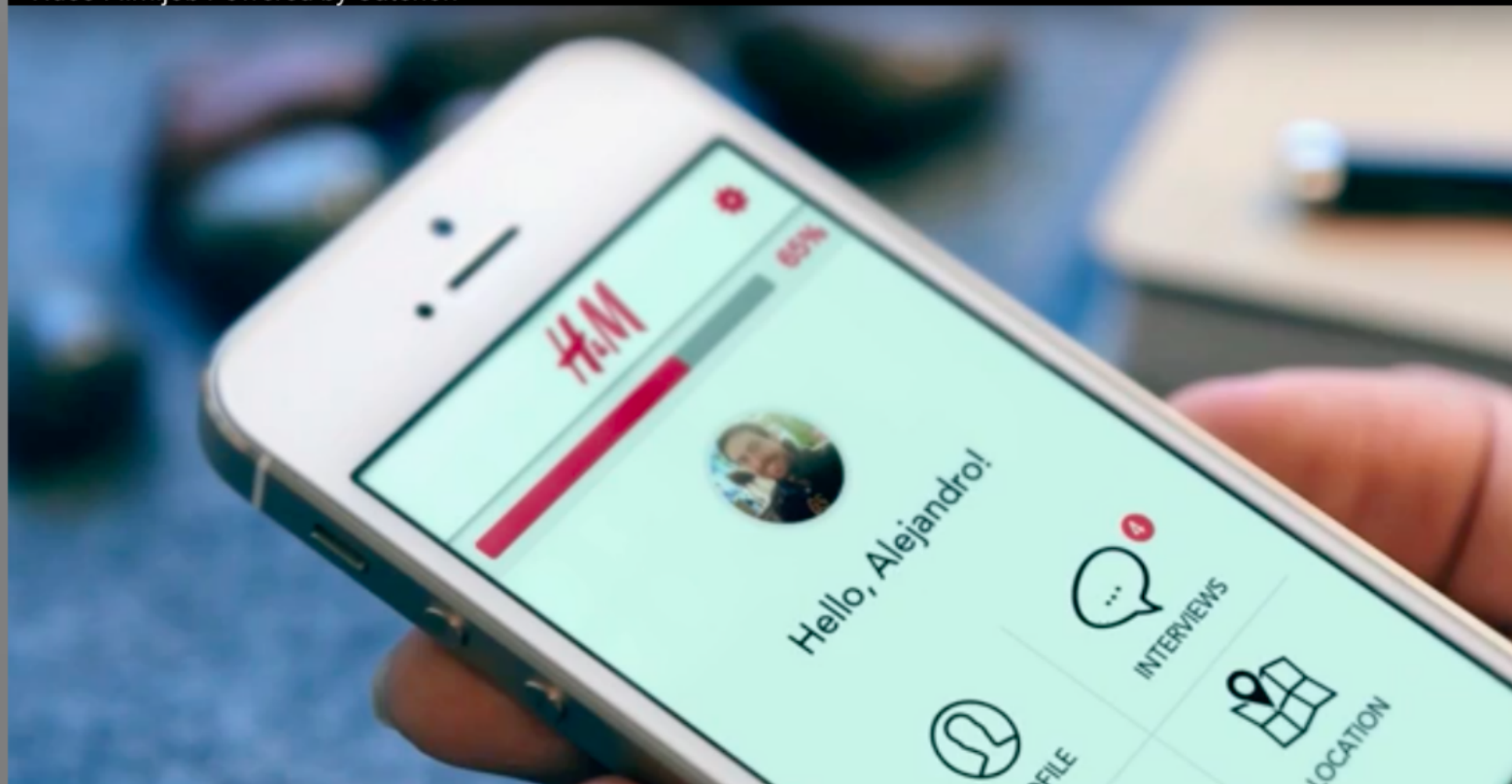


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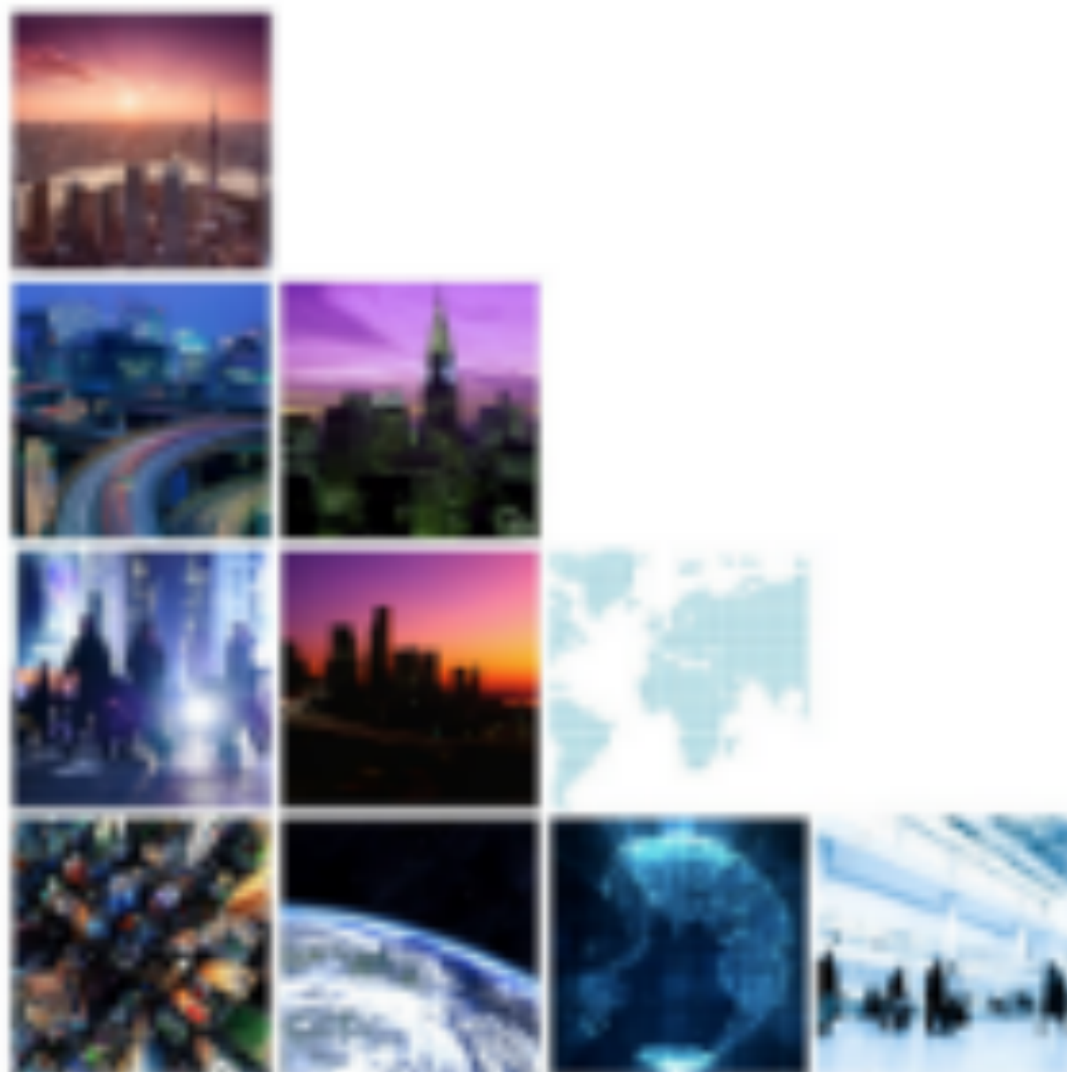
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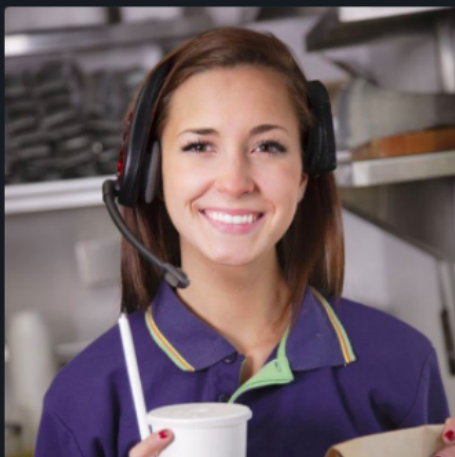


Global & Digital Recruitment

EXECUTIVE PROGRAM



FAQ



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HOSTELERÍA Y TURISMO
Animador/a de eventos.
Animador/a turístico.
Guía turístico.
Botones/Porter.
Camarero/a de habitación.
Conserje.
Portaequipajes.
Recepcionista.





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CAMBIANDO DE TRABAJO A TUS AMIGOS

¿CÓMO LO HAGO?

RECOMIENDA YA



EL BalcÓN DE LOS MEDIOS
TALENT HACKERS EN COLABORACIÓN DIRECTA CON...

20
minutos

El Confidencial

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LA INFORMACIÓN

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